

- > filing -- Mark Reed 2) Meet with AG and DOER to discuss potential
- > issues and support for filing -- Penni Conner and Ellen Angley 3)
- > Sample Rate Calculation (Agreed no bad debt, Marketing or Admin
- > costs included in rate) -- Steve Chiara 4) Terms and Conditions of
- > Filing to include the removal of delinquent customers -- Bob
- > Werlin/Jack Habib 5) Prepare Press Release (or Press Conference) --
- > Mike Durand 6) MassPIRG and CLF Endorsements -- Mark Reed
- >
- > Please let me know if there are any questions.
- >
- > Jim Razzaboni
- > x8138

\*\*\*\*\*

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\*\*\*\*\*

Jack Habib  
Keegan, Werlin & Pabian, LLP  
265 Franklin Street, 6th Floor  
Boston, MA 02110  
617-951-1400 (phone)  
617-951-1354 (fax)  
[www.kwplaw.com](http://www.kwplaw.com)

Please make sure you are familiar with the NSTAR Information Systems Acceptable Use Policy.

00351

---

From: "Gundal, Frank" <Frank\_Gundal@nstaronline.com>  
To: "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>  
Subject: RE: Request for supplemental documents  
Date sent: Wed, 24 Sep 2003 15:31:30 -0500

I spoke to her and she seems ok with my verbal response.

-----Original Message-----

From: Cunningham, Gary  
Sent: Wednesday, September 24, 2003 3:41 PM  
To: Gundal, Frank  
Subject: RE: Request for supplemental documents

sure....I tried to tell her that all I was going to give her was general interest market research, but she wanted to see it anyway.

give Jennifer a call if that's easier, if you can get her to say "never mind" then you're off the hook

Her number is 508-836-9500 ext 3221

-----Original Message-----

From: Gundal, Frank  
Sent: Wednesday, September 24, 2003 3:39 PM  
To: Cunningham, Gary  
Subject: RE: Request for supplemental documents

or if you want, I'll talk to her directly. We've been talking all along on this product.

-----Original Message-----

From: Cunningham, Gary  
Sent: Wednesday, September 24, 2003 3:38 PM  
To: Gundal, Frank  
Subject: RE: Request for supplemental documents

I think I can hold her off that long...

-----Original Message-----

From: Gundal, Frank  
Sent: Wednesday, September 24, 2003 3:38 PM  
To: Cunningham, Gary  
Subject: RE: Request for supplemental documents

damn, and I thought you were going to forget...

I promised it to you this week, so is next week OK?

FG

-----Original Message-----

From: Cunningham, Gary  
Sent: Wednesday, September 24, 2003 3:36 PM  
To: Gundal, Frank  
Subject: FW: Request for supplemental documents

not to add to your plate, but can you help me out with # 2 on her list?

-----Original Message-----

From: Lange, Jennifer [<mailto:Jennifer.Lange@csgroup.com>]  
Sent: Wednesday, September 24, 2003 3:23 PM  
To: Gary\_Cunningham@nstaronline.com  
Subject: Request for supplemental documents

00352

Dear Gary,

At your earliest convenience, could you please forward the following documents related to NSTAR's Default Service RFP; 1) Appendix B - Proposal form and 2) Market research indicating expected participation levels for NSTAR Green Program. If you could send Appendix B in a word doc format that would be preferred over a PDF

Please make sure you are familiar with the NSTAR Information Systems Acceptable Use Policy.

00353

---

From: "Gundal, Frank" <Frank\_Gundal@nstaronline.com>  
To: "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>  
Subject: RE: Request for supplemental documents  
Date sent: Wed, 24 Sep 2003 14:39:10 -0500

or if you want, I'll talk to her directly. We've been talking all along on this product.

-----Original Message-----

From: Cunningham, Gary  
Sent: Wednesday, September 24, 2003 3:38 PM  
To: Gundal, Frank  
Subject: RE: Request for supplemental documents

I think I can hold her off that long...

-----Original Message-----

From: Gundal, Frank  
Sent: Wednesday, September 24, 2003 3:38 PM  
To: Cunningham, Gary  
Subject: RE: Request for supplemental documents

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Sent: Wednesday, September 24, 2003 3:36 PM  
To: Gundal, Frank  
Subject: FW: Request for supplemental documents

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From: Lange, Jennifer [<mailto:Jennifer.Lange@csgroup.com>]  
Sent: Wednesday, September 24, 2003 3:23 PM  
To: Gary\_Cunningham@nstaronline.com  
Subject: Request for supplemental documents

Dear Gary,

At your earliest convenience, could you please forward the following documents related to NSTAR's Default Service RFP; 1) Appendix B - Proposal form and 2) Market research indicating expected participation levels for NSTAR Green Program. If you could send Appendix B in a word doc format that would be preferred over a PDF

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00354

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From: "Gundal, Frank" <Frank\_Gundal@nstaronline.com>  
To: "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>  
Subject: RE: Request for supplemental documents  
Date sent: Wed, 24 Sep 2003 14:37:58 -0500

damn, and I thought you were going to forget...

I promised it to you this week, so is next week OK?

FG

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From: Cunningham, Gary  
Sent: Wednesday, September 24, 2003 3:36 PM  
To: Gundal, Frank  
Subject: FW: Request for supplemental documents

not to add to your plate, but can you help me out with # 2 on her list?

-----Original Message-----

From: Lange, Jennifer [<mailto:Jennifer.Lange@csgroup.com>]  
Sent: Wednesday, September 24, 2003 3:23 PM  
To: Gary\_Cunningham@nstaronline.com  
Subject: Request for supplemental documents

Dear Gary,

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00355

---

From: Jack Habib <jhabib@kwplaw.com>  
To: "Angley, Ellen" <Ellen\_Angley@nstaronline.com>, rwerlin@kwplaw.com,  
"Horan, Douglas" <Douglas\_Horan@nstaronline.com>, 'Jack Habib'  
<jhabib@kwplaw.com>, "Durand, Michael" <Michael\_Durand@nstaronline.com>,  
"Razzaboni, James" <James\_Razzaboni@nstaronline.com>, "Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>, "Angley, Ellen"  
<Ellen\_Angley@nstaronline.com>, "Barsamian, Peter"  
<Peter\_Barsamian@nstaronline.com>, "Chiara, Stephen"  
<Stephen\_Chiara@nstaronline.com>, "Connelly, Paul"  
<Paul\_Connelly@nstaronline.com>, "Conner, Penelope"  
<Penelope\_Conner@nstaronline.com>, "Cunningham, Gary"  
<Gary\_Cunningham@nstaronline.com>, "Daly, James"  
<James\_Daly@nstaronline.com>, "LaMontagne, Henry"  
<Henry\_LaMontagne@nstaronline.com>, "Lehman, Dena"  
<Dena\_Lehman@nstaronline.com>, "Lyford, Richard"  
<Richard\_Lyford@nstaronline.com>, "Milton, John"  
<John\_Milton@nstaronline.com>, "Reed, Mark" <Mark\_Reed@nstaronline.com>,  
"Thompson, George" <George\_Thompson@nstaronline.com>  
Subject: RE: Required action items before DTE Filing  
Date sent: Wed, 24 Sep 2003 08:32:34 -0500

I have a call into George Dean requesting a meeting either Thursday, Friday or Monday. If we push back the filing date, I'll offer additional dates to George next week to facilitate a meeting.

From: "Angley, Ellen" <Ellen\_Angley@nstaronline.com>  
To: "Jack Habib" <jhabib@kwplaw.com>,  
"Durand, Michael"  
<Michael\_Durand@nstaronline.com>,  
"Razzaboni, James"  
<James\_Razzaboni@nstaronline.com>,  
"Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>,  
"Angley, Ellen"  
<Ellen\_Angley@nstaronline.com>,  
"Barsamian, Peter"  
<Peter\_Barsamian@nstaronline.com>,  
"Chiara, Stephen"  
<Stephen\_Chiara@nstaronline.com>,  
"Connelly, Paul"  
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"Lyford, Richard"  
<Richard\_Lyford@nstaronline.com>,  
"Milton, John"  
<John\_Milton@nstaronline.com>,  
"Reed, Mark" <Mark\_Reed@nstaronline.com>,  
"Thompson, George" <George\_Thompson@nstaronline.com>

00356

Copies to: rwerlin@kwplaw.com, "Horan, Douglas" <Douglas\_Horan@nstaronline.com>  
Subject: RE: Required action items before DTE Filing  
Date sent: Wed, 24 Sep 2003 09:28:00 -0400

- 1) Its ok with me if Joe wants to delay to accommodate a press conference as long as works for the DTE.
- 2) The action item notes don't reflect my understanding of the conversation which had Keegan & Werlin & James Daly talking the lead with the MTC.

-----Original Message-----

From: Jack Habib [mailto:jhabib@kwplaw.com]  
Sent: Wednesday, September 24, 2003 9:20 AM  
To: Durand, Michael; Razzaboni, James; Gundal, Frank; Anglely, Ellen; Barsamian, Peter; Chiara, Stephen; Connelly, Paul; Conner, Penelope; Cunningham, Gary; Daly, James; LaMontagne, Henry; Lehman, Dena; Lyford, Richard; Milton, John; Reed, Mark; Thompson, George Cc: rwerlin@kwplaw.com Subject: RE: Required action items before DTE Filing

We were discussing an October 1 filing date in order to give the Department a full two months to review the filing (we've asked for an order by December 1). That being said, we could certainly wait until the week of October 6 to make the filing.

From: "Durand, Michael" <Michael\_Durand@nstaronline.com>  
To: "Razzaboni, James" <James\_Razzaboni@nstaronline.com>,  
"Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>,  
"Anglely, Ellen"  
<Ellen\_Anglely@nstaronline.com>,  
"Barsamian, Peter"  
<Peter\_Barsamian@nstaronline.com>,  
"Chiara, Stephen"  
<Stephen\_Chiara@nstaronline.com>,  
"Connelly, Paul"  
<Paul\_Connelly@nstaronline.com>,  
"Conner, Penelope"  
<Penelope\_Conner@nstaronline.com>,  
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<Gary\_Cunningham@nstaronline.com>,  
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<James\_Daly@nstaronline.com>,  
"John Habib" <jhabib@kwplaw.com>,  
"LaMontagne, Henry" <Henry\_LaMontagne@nstaronline.com>,  
"Lehman, Dena"  
<Dena\_Lehman@nstaronline.com>,  
"Lyford, Richard"  
<Richard\_Lyford@nstaronline.com>,  
"Milton, John"  
<John\_Milton@nstaronline.com>,  
"Reed, Mark" <Mark\_Reed@nstaronline.com>,  
"Thompson, George" <George\_Thompson@nstaronline.com>  
Subject: RE: Required action items before DTE Filing  
Date sent: Wed, 24 Sep 2003 08:53:34 -0400

I spoke with Joe Nolan about the proposed 10/1 date. His preference, unless absolutely necessary, is to hold off until Tom May and Penni

00357

Conner are available. Neither are available next week. How much flexibility do we have on choosing a filing date?

Mike

> -----Original Message-----

> From: Razzaboni, James

> Sent: Tuesday, September 23, 2003 5:22 PM

> To: Gundal, Frank; Angley, Ellen; Barsamian, Peter; Chiara, Stephen;

> Connelly, Paul; Conner, Penelope; Cunningham, Gary; Daly, James;

> Durand, Michael; 'John Habib'; LaMontagne, Henry; Lehman, Dena;

> Lyford, Richard; Milton, John; Reed, Mark; Thompson, George

> Subject: Required action items before DTE Filing

>

> To all,

>

> Below are the action items which came from this afternoon's meeting.

> As discussed, the due date is 9/30/03.

>

> 1) Meet with MTC and AIM to discuss potential issues and support for

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> Werlin/Jack Habib 5) Prepare Press Release (or Press Conference) --

> Mike Durand 6) MassPIRG and CLF Endorsements -- Mark Reed

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> Please let me know if there are any questions.

>

> Jim Razzaboni

> x8138

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Jack Habib Keegan, Werlin & Pabian, LLP 265 Franklin Street, 6th Floor  
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617-951-1400 (phone)  
617-951-1354 (fax)

00358



00359

---

From: "Anglely, Ellen" <Ellen\_Anglely@nstaronline.com>  
To: 'Jack Habib' <jhabib@kwplaw.com>, "Durand, Michael"  
<Michael\_Durand@nstaronline.com>, "Razzaboni, James"  
<James\_Razzaboni@nstaronline.com>, "Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>, "Anglely, Ellen"  
<Ellen\_Anglely@nstaronline.com>, "Barsamian, Peter"  
<Peter\_Barsamian@nstaronline.com>, "Chiara, Stephen"  
<Stephen\_Chiara@nstaronline.com>, "Connelly, Paul"  
<Paul\_Connelly@nstaronline.com>, "Conner, Penelope"  
<Penelope\_Conner@nstaronline.com>, "Cunningham, Gary"  
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<Richard\_Lyford@nstaronline.com>, "Milton, John"  
<John\_Milton@nstaronline.com>, "Reed, Mark" <Mark\_Reed@nstaronline.com>,  
"Thompson, George" <George\_Thompson@nstaronline.com>  
Copies to: "'rwerlin@kwplaw.com'" <rwerlin@kwplaw.com>, "Horan, Douglas"  
<Douglas\_Horan@nstaronline.com>  
Subject: RE: Required action items before DTE Filing  
Date sent: Wed, 24 Sep 2003 08:28:00 -0500

- 1) Its ok with me if Joe wants to delay to accommodate a press conference as long as works for the DTE.
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To: Durand, Michael; Razzaboni, James; Gundal, Frank; Anglely, Ellen;  
Barsamian, Peter; Chiara, Stephen; Connelly, Paul; Conner, Penelope;  
Cunningham, Gary; Daly, James; LaMontagne, Henry; Lehman, Dena; Lyford,  
Richard; Milton, John; Reed, Mark; Thompson, George  
Cc: rwerlin@kwplaw.com  
Subject: RE: Required action items before DTE Filing

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To: "Razzaboni, James" <James\_Razzaboni@nstaronline.com>,  
"Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>,  
"Anglely, Ellen"  
<Ellen\_Anglely@nstaronline.com>,  
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"Cunningham, Gary"  
<Gary\_Cunningham@nstaronline.com>,  
"Daly, James"  
<James\_Daly@nstaronline.com>,  
"John Habib" <jhabib@kwplaw.com>,

00350

"LaMontagne, Henry" <Henry\_LaMontagne@nstaronline.com>,  
"Lehman, Dena"  
<Dena\_Lehman@nstaronline.com>,  
"Lyford, Richard"  
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"Milton, John"  
<John\_Milton@nstaronline.com>,  
"Reed, Mark" <Mark\_Reed@nstaronline.com>,  
"Thompson, George" <George\_Thompson@nstaronline.com>

Subject: RE: Required action items before DTE Filing

Date sent: Wed, 24 Sep 2003 08:53:34 -0400

I spoke with Joe Nolan about the proposed 10/1 date. His preference, unless absolutely necessary, is to hold off until Tom May and Penni Conner are available. Neither are available next week. How much flexibility do we have on choosing a filing date?

Mike

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> Sent: Tuesday, September 23, 2003 5:22 PM

> To: Gundal, Frank; Angley, Ellen; Barsamian, Peter; Chiara, Stephen;

> Connelly, Paul; Conner, Penelope; Cunningham, Gary; Daly, James;

> Durand, Michael; 'John Habib'; LaMontagne, Henry; Lehman, Dena;

> Lyford, Richard; Milton, John; Reed, Mark; Thompson, George

> Subject: Required action items before DTE Filing

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> Jim Razzaboni

> x8138

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617-951-1354 (fax)

www.kwplaw.com

00361

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---

From: Jack Habib <jhabib@kwplaw.com>  
To: "Durand, Michael" <Michael\_Durand@nstaronline.com>, "Razzaboni, James"  
<James\_Razzaboni@nstaronline.com>, "Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>, "Anglely, Ellen"  
<Ellen\_Anglely@nstaronline.com>, "Barsamian, Peter"  
<Peter\_Barsamian@nstaronline.com>, "Chiara, Stephen"  
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"Thompson, George" <George\_Thompson@nstaronline.com>  
Copies to: rwerlin@kwplaw.com  
Subject: RE: Required action items before DTE Filing  
Date sent: Wed, 24 Sep 2003 08:20:09 -0500

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<John\_Milton@nstaronline.com>,  
"Reed, Mark" <Mark\_Reed@nstaronline.com>,  
"Thompson, George" <George\_Thompson@nstaronline.com>  
Subject: RE: Required action items before DTE Filing  
Date sent: Wed, 24 Sep 2003 08:53:34 -0400

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00363

Mike

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> From: Razzaboni, James

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> To: Gundal, Frank; Angley, Ellen; Barsamian, Peter; Chiara, Stephen;

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> Subject: Required action items before DTE Filing

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Jack Habib

Keegan, Werlin & Pabian, LLP

265 Franklin Street, 6th Floor

Boston, MA 02110

617-951-1400 (phone)

617-951-1354 (fax)

www.kwplaw.com

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00364

---

From: "Durand, Michael" <Michael\_Durand@nstaronline.com>  
To: "Razzaboni, James" <James\_Razzaboni@nstaronline.com>, "Gundal, Frank" <Frank\_Gundal@nstaronline.com>, "Angley, Ellen" <Ellen\_Angley@nstaronline.com>, "Barsamian, Peter" <Peter\_Barsamian@nstaronline.com>, "Chiara, Stephen" <Stephen\_Chiara@nstaronline.com>, "Connelly, Paul" <Paul\_Connelly@nstaronline.com>, "Conner, Penelope" <Penelope\_Conner@nstaronline.com>, "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>, "Daly, James" <James\_Daly@nstaronline.com>, 'John Habib' <jhabib@kwplaw.com>, "LaMontagne, Henry" <Henry\_LaMontagne@nstaronline.com>, "Lehman, Dena" <Dena\_Lehman@nstaronline.com>, "Lyford, Richard" <Richard\_Lyford@nstaronline.com>, "Milton, John" <John\_Milton@nstaronline.com>, "Reed, Mark" <Mark\_Reed@nstaronline.com>, "Thompson, George" <George\_Thompson@nstaronline.com>  
Subject: RE: Required action items before DTE Filing  
Date sent: Wed, 24 Sep 2003 07:53:34 -0500

I spoke with Joe Nolan about the proposed 10/1 date. His preference, unless absolutely necessary, is to hold off until Tom May and Penni Conner are available. Neither are available next week.

How much flexibility do we have on choosing a filing date?

Mike

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**Sent:** Tuesday, September 23, 2003 5:22 PM  
**To:** Gundal, Frank; Angley, Ellen; Barsamian, Peter; Chiara, Stephen; Connelly, Paul; Conner, Penelope; Cunningham, Gary; Daly, James; Durand, Michael; 'John Habib'; LaMontagne, Henry; Lehman, Dena; Lyford, Richard; Milton, John; Reed, Mark; Thompson, George  
**Subject:** Required action items before DTE Filing

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- 1) Meet with MTC and AIM to discuss potential issues and support for filing -- Mark Reed
- 2) Meet with AG and DOER to discuss potential issues and support for filing -- Penni Conner and Ellen Angley
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- 4) Terms and Conditions of Filing to include the removal of delinquent customers -- Bob Werlin/Jack Habib
- 5) Prepare Press Release (or Press Conference) -- Mike Durand
- 6) MassPIRG and CLF Endorsements -- Mark Reed

Please let me know if there are any questions.

Jim Razzaboni  
x8138

00365

---

From: "Conner, Penelope" <Penelope\_Conner@nstaronline.com>  
To: "Chiara, Stephen" <Stephen\_Chiara@nstaronline.com>, "Razzaboni, James"  
<James\_Razzaboni@nstaronline.com>, "Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>, "Anglely, Ellen"  
<Ellen\_Anglely@nstaronline.com>, "Barsamian, Peter"  
<Peter\_Barsamian@nstaronline.com>, "Connelly, Paul"  
<Paul\_Connelly@nstaronline.com>, "Cunningham, Gary"  
<Gary\_Cunningham@nstaronline.com>, "Daly, James"  
<James\_Daly@nstaronline.com>, "Durand, Michael"  
<Michael\_Durand@nstaronline.com>, 'John Habib' <jhabib@kwplaw.com>,  
"LaMontagne, Henry" <Henry\_LaMontagne@nstaronline.com>, "Lehman, Dena"  
<Dena\_Lehman@nstaronline.com>, "Lyford, Richard"  
<Richard\_Lyford@nstaronline.com>, "Milton, John"  
<John\_Milton@nstaronline.com>, "Reed, Mark" <Mark\_Reed@nstaronline.com>,  
"Thompson, George" <George\_Thompson@nstaronline.com>  
Subject: RE: Required action items before DTE Filing  
Date sent: Wed, 24 Sep 2003 07:51:12 -0500

I support Steve's suggestion of just filing at this time that the rate adjustment is the premium price solicited for the Green Power in our RFP's.

-----Original Message-----

**From:** Chiara, Stephen  
**Sent:** Wednesday, September 24, 2003 8:15 AM  
**To:** Razzaboni, James; Gundal, Frank; Anglely, Ellen; Barsamian, Peter; Connelly, Paul; Conner, Penelope; Cunningham, Gary; Daly, James; Durand, Michael; 'John Habib'; LaMontagne, Henry; Lehman, Dena; Lyford, Richard; Milton, John; Reed, Mark; Thompson, George  
**Subject:** RE: Required action items before DTE Filing

I believe that since we are going to exclude bad debt and spend very little on marketing the cost support or rate calculation will not be necessary. The filing letter will simply state that the rate adjustment is the premium price solicited for the "green power" in or RFP's.....

Going forward if the penetration rate of the program increases dramatically we could re-file the green power rate adjustment tariff and redefine what cost are included. At that time, we would have

to do an analysis (cost based) to support the charge. This would be developed using estimated sales

and the total cost resulting in a cents per kwh above the premium.

Steve

-----Original Message-----

**From:** Razzaboni, James  
**Sent:** Tuesday, September 23, 2003 5:22 PM  
**To:** Gundal, Frank; Anglely, Ellen; Barsamian, Peter; Chiara, Stephen; Connelly, Paul; Conner, Penelope; Cunningham, Gary; Daly, James; Durand, Michael; 'John Habib'; LaMontagne, Henry; Lehman, Dena; Lyford, Richard; Milton, John; Reed, Mark; Thompson, George  
**Subject:** Required action items before DTE Filing

To all,

Below are the action items which came from this afternoon's meeting. As discussed, the due date is 9/30/03.

- 1) Meet with MTC and AIM to discuss potential issues and support for filing -- Mark Reed
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- 6) MassPIRG and CLF Endorsements -- Mark Reed

Please let me know if there are any questions.

Jim Razzaboni

00366



x8138

00367

---

From: "Daly, James" <James\_Daly@nstaronline.com>  
To: "Razzaboni, James" <James\_Razzaboni@nstaronline.com>, "Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>, "Anglely, Ellen"  
<Ellen\_Anglely@nstaronline.com>, "Barsamian, Peter"  
<Peter\_Barsamian@nstaronline.com>, "Chiara, Stephen"  
<Stephen\_Chiara@nstaronline.com>, "Connelly, Paul"  
<Paul\_Connelly@nstaronline.com>, "Conner, Penelope"  
<Penelope\_Conner@nstaronline.com>, "Cunningham, Gary"  
<Gary\_Cunningham@nstaronline.com>, "Durand, Michael"  
<Michael\_Durand@nstaronline.com>, 'John Habib' <jhabib@kwplaw.com>,  
"LaMontagne, Henry" <Henry\_LaMontagne@nstaronline.com>, "Lehman, Dena"  
<Dena\_Lehman@nstaronline.com>, "Lyford, Richard"  
<Richard\_Lyford@nstaronline.com>, "Milton, John"  
<John\_Milton@nstaronline.com>, "Reed, Mark" <Mark\_Reed@nstaronline.com>,  
"Thompson, George" <George\_Thompson@nstaronline.com>  
Subject: RE: Required action items before DTE Filing  
Date sent: Tue, 23 Sep 2003 16:54:57 -0500

It was Bob, Jack and myself to meet with MTC. Mark is welcome also. Jack to set up the meeting within the next week.

-----Original Message-----

**From:** Razzaboni, James  
**Sent:** Tuesday, September 23, 2003 5:22 PM  
**To:** Gundal, Frank; Anglely, Ellen; Barsamian, Peter; Chiara, Stephen; Connelly, Paul; Conner, Penelope; Cunningham, Gary; Daly, James; Durand, Michael; 'John Habib'; LaMontagne, Henry; Lehman, Dena; Lyford, Richard; Milton, John; Reed, Mark; Thompson, George  
**Subject:** Required action items before DTE Filing

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Please let me know if there are any questions.

Jim Razzaboni  
x8138

00368

---

From: "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>  
To: "Angle, Ellen" <Ellen\_Angle@nstaronline.com>  
Copies to: "Daly, James" <James\_Daly@nstaronline.com>, "Gundal, Frank"  
<Frank\_Gundal@nstaronline.com>  
Subject: PowerPoint  
Date sent: Tue, 23 Sep 2003 15:45:31 -0500

Ellen:

I have inserted 3 new slides which touch on the Regulatory and Procurement issues

Gary Cunningham  
Senior Energy Supply Analyst  
NSTAR Electric & Gas  
One NSTAR Way  
Westwood, MA 02090  
Ph: 781-441-8059  
Fx: 781-441-8066

00369



# NSTAR Green

## Your Choice for Renewable Energy

April 17, 2003

00370

# Residential Generation Rates

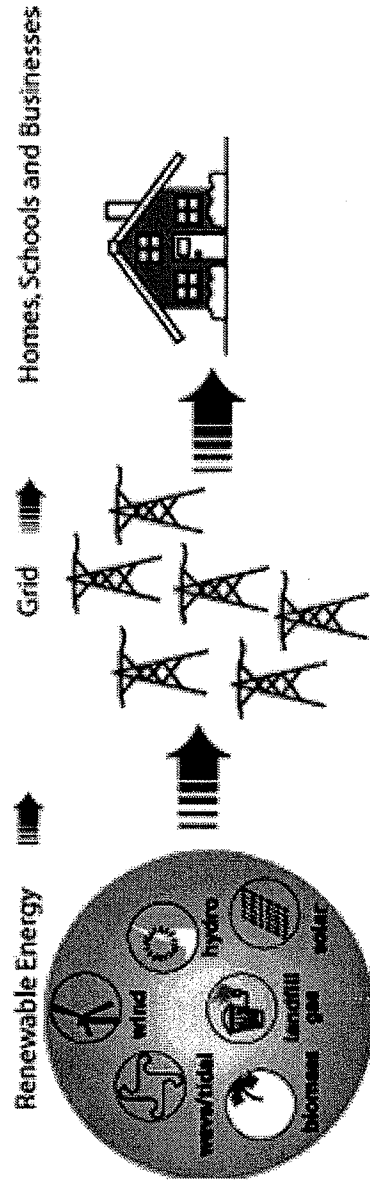
NSTAR purchases electricity on behalf of its customers under the following rates -

- *Standard Offer*
  - Existing customer prior to 3/1/98
  - Will expire in 2005
- *Default Service*
  - Customers after 3/1/98
  - All customers after Standard Offer expiration
- *NSTAR Green*
  - New optional rate for residential customers

00371

# What is Green Energy?

**What is Green Power?** Green Power is electricity generated from renewable, or "green", energy resources that is added to the regional electric power grid at the direction and expense of retail or wholesale consumers. These consumers, individually or collectively, act independent of any particular market structure for electricity supply. Examples of renewable energy sources are wind, biomass, solar photovoltaics, landfill gas, hydroelectric, wave and tidal power.



00372

# Renewable Portfolio Standard (RPS)

- » Under M.G.L. c. 25A § 11F Utilities are required to provide a minimum percentage of their electricity from Renewable Energy Generating resources
  - 2004 = 1.5%
  - 2005 = 2.0%
- » Compliance is tracked using Renewable Energy Certificates (REC's)

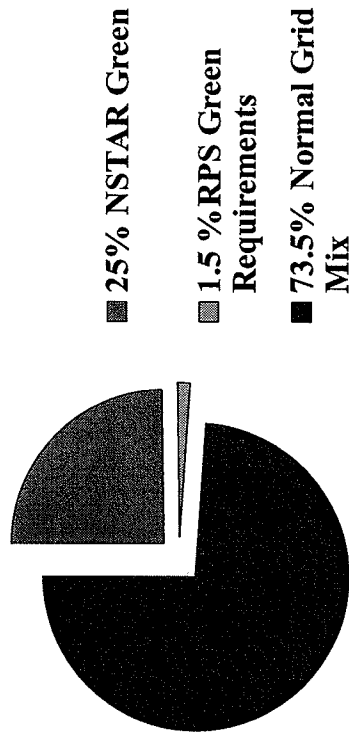
# Renewable Energy Certificates

- » Qualified Generators are issued one certificate (REC) for each Megawatt-Hour of generation produced during the calendar quarter.
- » Qualifying Generators in Massachusetts currently include Biomass, Wind, Landfill, and Digester Gas



# NSTAR Green

- 25% of the electricity used to come from new renewable resources. A minimum of 5% will come specifically from solar or wind.



- Customers can add or drop this optional service by notifying NSTAR up to 3 days prior to the next meter read
- Premium may be eligible for a federal tax deduction

# Procurement

- » NSTAR purchases REC's from winning supplier(s) of competitive bidding process.
- » REC's are supplied on a quarterly basis and matched to participating Customer Load

# Why NSTAR Green?

By choosing this service, the average residential customer will use 125 kWh of Renewable Energy

This is the equivalent of –



Xxx acres of trees or

xxx lbs CO<sub>2</sub> or

xxx

# How Do I Sign Up?

Call 1-800-GO-GREEN

➤ *For more information see our website at –  
[www.nstaronline.com](http://www.nstaronline.com)*

00378



NSTAR – Serving Our Customers Well

*THANK YOU*

00379 00000  
00379



---

From: "Chiara, Stephen" <Stephen\_Chiara@nstaronline.com>  
To: "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>, "Gundal, Frank" <Frank\_Gundal@nstaronline.com>  
Subject: RE: green power  
Date sent: Mon, 22 Sep 2003 07:22:22 -0500

Gary & Frank.....

I am going to discuss this with Tina and Bob Mac in IS....

However, if I go with adding the "dummy rates" similar to what I worked out with zonal pricing, I think it should do the trick. I do not believe that we could show a separate line. I think we can change Bill Print to say "green" somewhere in the supply section.

I am going to get together with George (I know he is being shifted to Eng Eff but he was involved in beginning.....

If possible I was going to try to get IS to maybe adding a "surcharge" to these customers and that way we would not have to change or add all of these "dummy rates"....  
steve

-----Original Message-----

**From:** Cunningham, Gary  
**Sent:** Friday, September 19, 2003 7:28 AM  
**To:** Chiara, Stephen; Gundal, Frank  
**Subject:** RE: green power

Steve:

I was in the same boat as you, I thought it was going to be an option on Default, and filed as part of the Default tariff. That doesn't look like it will work any longer, so to be honest I am not clear how the billing will be handled.

Frank:

Can you shed some light on how this is going to work from a billing viewpoint?

Gary

-----Original Message-----

**From:** Chiara, Stephen  
**Sent:** Thursday, September 18, 2003 3:46 PM  
**To:** Cunningham, Gary  
**Subject:** green power

Gary..

I see where they are intending to offer Green Power to both standard offer and default.

When we were talking about default, I figured that we would have another default option (green default) in the appendix of the default tariff...  
Now it seems that the green power may be an adjustment to the customers existing generation..  
So it is as if there is a surcharge on top of the supply price.

Is this the way you understand what is going to happen...

steve  
8677

00380

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From: "Anglely, Ellen" <Ellen\_Anglely@nstaronline.com>  
To: "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>  
Copies to: "Daly, James" <James\_Daly@nstaronline.com>  
Subject: FW: Green Power Presentation  
Date sent: Fri, 19 Sep 2003 10:43:44 -0500

Gary,

Please pull together a few slides for this as Penni & I intend to shop this around together. I told her I would cover the regulatory & supply issues. Let me know if you have questions.

Thanks

-----Original Message-----

**From:** Conner, Penelope  
**Sent:** Tuesday, September 16, 2003 3:19 PM  
**To:** Gundal, Frank; Barsamian, Peter  
**Cc:** Anglely, Ellen  
**Subject:** FW: Green Power Presentation

Frank, this is a good start. I believe it would be a good idea for you to pull the steering team together ASAP to evaluate project status, filing status, and to map out key stakeholders that need to be informed, and methods of communicating. This session could be used to finalize the presentation that we will use to communicate with stakeholders.

I would suggest you and Pete take this first draft and edit to a new level. Some slides seem quite wordy. A good rule of thumb is a) no more than 7 words per line; no more than 7 lines per slide.

Thanks.

Penni

-----Original Message-----

**From:** Gundal, Frank  
**Sent:** Tuesday, September 16, 2003 9:46 AM  
**To:** Conner, Penelope  
**Subject:** RE: Green Power Presentation

Penni,

I've got the basic outline of the presentation. I'm still searching for some "conversion" data on one slide. Another slide shows our idea of having customers sign up through a 1-800-number.

Please let me know if this is the flow you were envisioning.

FG <<Green Power Overview.ppt>>

-----Original Message-----

**From:** Conner, Penelope  
**Sent:** Friday, August 29, 2003 10:12 AM  
**To:** Anglely, Ellen  
**Cc:** Reed, Mark; Nolan, Joseph; Gundal, Frank; Barsamian, Peter  
**Subject:** Green Power Presentation

Ellen,

I have been asked and have accepted to present the NSTAR Green Program on a panel to AESP on October 29th. Included on the panel will be representatives from NTC and NGrid. I thought this would be a good opportunity to showcase our program in contrast to the NGRID Program. I am hopeful it will go well.

I have asked Frank Gundal to go ahead and prepare a presentation that can be used not only for this October 29th event but also for us during September and October with key stakeholders that we need to influence on this project.

Thanks for all your help and advice.

Penni

00381



# NSTAR Green

## Your Choice for Renewable Energy

April 17, 2003

00382



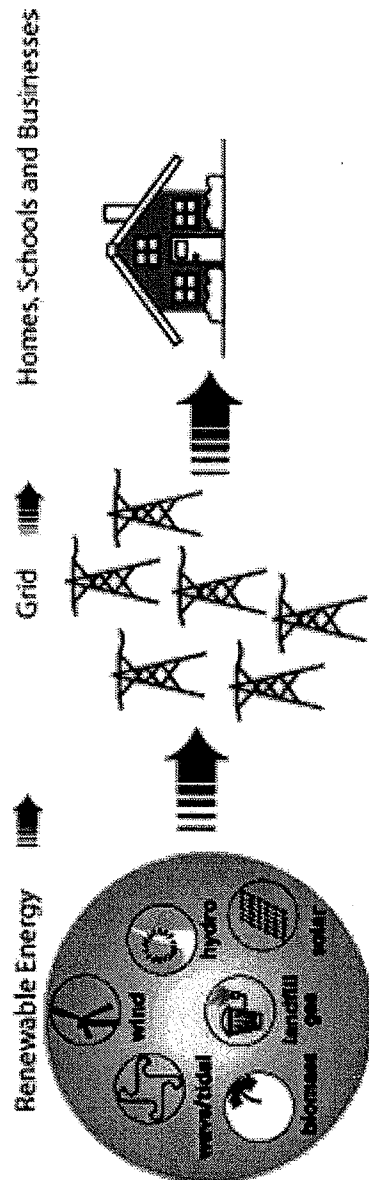
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  - Customers after 3/1/98
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  - New optional rate for residential customers

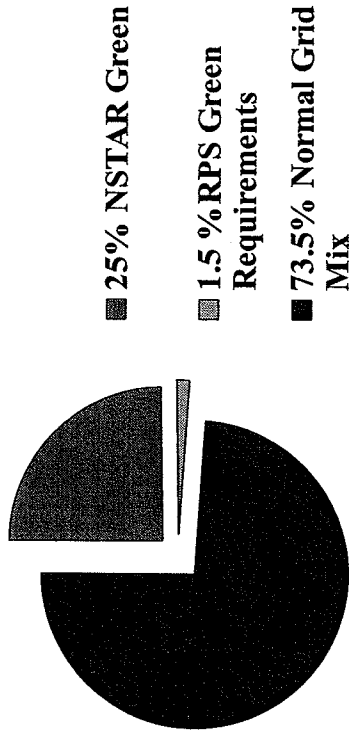
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# NSTAR Green

- 25% of the electricity used to come from new renewable resources. A minimum of 5% will come specifically from solar or wind.



- Customers can add or drop this optional service by notifying NSTAR up to 3 days prior to the next meter read
- Premium may be eligible for a federal tax deduction

00385

# Why NSTAR Green?

By choosing this service, the average residential customer will use 125 kWh of Renewable Energy

This is the equivalent of –



Xxx acres of trees or

xxx lbs CO<sub>2</sub> or

xxx

# How Do I Sign Up?

Call 1-800-GO-GREEN

➤ *For more information see our website at –*  
*[www.nstaronline.com](http://www.nstaronline.com)*

00387



NSTAR – Serving Our Customers Well

*THANK YOU*

00388



---

From: "Gundal, Frank" <Frank\_Gundal@nstaronline.com>  
To: "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>,  
"Chiara, Stephen" <Stephen\_Chiara@nstaronline.com>  
Subject: RE: green power  
Date sent: Fri, 19 Sep 2003 08:17:26 -0500

I was not part of this decision, so I don't think it was fully discussed.

Even though we have 2 tariffs, do the rates have to be shown separately? I would think we could have NSTAR Green/SO showing only the combined rate. We need to think out of the box here and push for an easy solution.

FG

-----Original Message-----

**From:** Cunningham, Gary  
**Sent:** Friday, September 19, 2003 7:28 AM  
**To:** Chiara, Stephen; Gundal, Frank  
**Subject:** RE: green power

Steve:

I was in the same boat as you, I thought it was going to be an option on Default, and filed as part of the Default tariff. That doesn't look like it will work any longer, so to be honest I am not clear how the billing will be handled.

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**Sent:** Thursday, September 18, 2003 3:46 PM  
**To:** Cunningham, Gary  
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Now it seems that the green power may be an adjustment to the customers existing generation..

So it is as if there is a surcharge on top of the supply price.

Is this the way you understand what is going to happen...

steve  
8677

00389

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From: "Chiara, Stephen" <Stephen\_Chiara@nstaronline.com>  
To: "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>  
Subject: green power  
Date sent: Thu, 18 Sep 2003 14:45:45 -0500

Gary..

I see where they are intending to offer Green Power to both standard offer and default.

When we were talking about default, I figured that we would have another default option (green default) in the appendix of the default tariff...

Now it seems that the green power may be an adjustment to the customers existing generation..

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steve  
8677

00390



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From: "Gundal, Frank" <Frank\_Gundal@nstaronline.com>  
To: "Connelly, Paul" <Paul\_Connelly@nstaronline.com>  
Copies to: "Anglely, Ellen" <Ellen\_Anglely@nstaronline.com>, "Barsamian, Peter" <Peter\_Barsamian@nstaronline.com>, "Chiara, Stephen" <Stephen\_Chiara@nstaronline.com>, "Conner, Penelope" <Penelope\_Conner@nstaronline.com>, "Cunningham, Gary" <Gary\_Cunningham@nstaronline.com>, "Daly, James" <James\_Daly@nstaronline.com>, "Durand, Michael" <Michael\_Durand@nstaronline.com>, "John Habib" <jhabib@kwplaw.com>, "LaMontagne, Henry" <Henry\_LaMontagne@nstaronline.com>, "Lehman, Dena" <Dena\_Lehman@nstaronline.com>, "Lyford, Richard" <Richard\_Lyford@nstaronline.com>, "Milton, John" <John\_Milton@nstaronline.com>, "Razzaboni, James" <James\_Razzaboni@nstaronline.com>, "Reed, Mark" <Mark\_Reed@nstaronline.com>, "Thompson, George" <George\_Thompson@nstaronline.com>  
Subject: RE: Meeting Agenda  
Date sent: Wed, 17 Sep 2003 15:05:01 -0500

Sorry for the confusion, the title had the wrong date. The meeting is Tuesday 9/23/03 12:30 in NW3D

-----Original Message-----

**From:** Connelly, Paul  
**Sent:** Wednesday, September 17, 2003 3:52 PM  
**To:** Gundal, Frank  
**Subject:** RE: Meeting Agenda

sorry, getting pretty confused. Is the mtg on the 30th or 23? and at what time etc.

-----Original Message-----

**From:** Gundal, Frank  
**Sent:** Wednesday, September 17, 2003 3:26 PM  
**To:** Anglely, Ellen; Barsamian, Peter; Chiara, Stephen; Connelly, Paul; Conner, Penelope; Cunningham, Gary; Daly, James; Durand, Michael; John Habib; LaMontagne, Henry; Lehman, Dena; Lyford, Richard; Milton, John; Razzaboni, James; Reed, Mark; Thompson, George  
**Subject:** Meeting Agenda

Folks,

Please see attached agenda. I will send out a draft of the remaining roles and responsibilities by Friday afternoon.

FG

00391

## **Meeting Agenda 9/23/03**

- **Update on NSTAR Green Filing – Bob Werlin**
- **Update on MCEC agreement – Bob Werlin**
- **Discuss draft of press release and timing – Mike Durand**
- **Discuss sub-team roles, responsibilities and establish leads – Frank Gundal**
- **Discuss timeline and milestone dates – Jim Razzaboni**
- **Set up fixed bi-weekly meetings through to product roll-out – Frank Gundal**

## Jack Habib

---

From: Larry Chretien [[larry@massenergy.com](mailto:larry@massenergy.com)]  
Sent: Thursday, May 01, 2003 4:07 PM  
To: Frank Gundal; [penelope\\_conner@nstaronline.com](mailto:penelope_conner@nstaronline.com);  
[peter\\_barsamian@nstaronline.com](mailto:peter_barsamian@nstaronline.com); Fran Cummings  
Cc: Nicole  
Subject: NSTAR's Green Power Survey

Hi Frank,

Some comments on your survey:

- #1) \$15 per month is on the high side for green power premium, particularly given the shortage of the "best" renewables. We believe that there are people who would pay that, but willingness to pay obviously runs inversely to the premium. Lots more folks would pay \$1 or \$15.
- #2) You should ask how people would feel about having the program billed on their electric bill versus their credit card bill. Ask which they prefer.
- #7) You need to clear up the distinction about "Another way NSTAR could offer". Another way from what? You probably don't need to get into the certificates issue.
- #9) Suggest making that a two part question. Ask about leading environmental group. Then separately about Mass. state govt.
- #10) Tax-deductible, not tax-deduction.

Overall: Good questions. You certainly need to ask the questions that are NSTAR-specific. But several of the questions have been "answered" in a lot of market research that we have - including the survey conducted for MTC by Opinion Dynamics in February 2002. In the interest of time, I'll summarize:  
Wind and solar are popular. Seeing new, local projects being built is popular.

Thanks for asking our opinion, but in the future, please communicate on green pricing to Nicole Wobus or me. Leslie Grossman is our solar program director.

Larry

Larry Chretien  
Executive Director  
Mass.Energy Consumers Alliance (Mass Energy)  
- now celebrating our 20th anniversary  
670 Centre Street, Boston, MA 02130  
617-524-3950 (fax 617-524-0776)

[www.massenergy.com](http://www.massenergy.com), [www.solarboston.org](http://www.solarboston.org), [www.newenglandwind.org](http://www.newenglandwind.org)

Please make sure you are familiar with the NSTAR Electronic Communications System Policy.

00394

## GreenUp Program

### Overview

This is a Green program offered by National Grid. It has been approved by the DTE and is available now for customers

Comparison	NSTAR Green	GreenUp
Type of program	Hybrid REC	Hybrid REC
Customers purchase through -	NSTAR	Independent Vendor
Options	One	Six
Product composition	25% New Renewable	Varies upon options
Green-e certified	No	Five of six options
Additional Cost	~\$0.012/kWh	\$0.012 – \$0.024/kWh
Federal Tax Deduction	Negotiating for	Not yet

### Current NGRID Vendors and Products

Vendor	Biomass	Solar	Wind	Hydro	Cost/kWh
CET & Conservations Services Group	14%	1%	10%	75%	1.9
Community Energy			50%	50%	2.4
			25%	25%	1.2
Mass Energy Consumers Alliance	>=19%	0.5%	10.5%	<=70%	2.5
Sterling Planet	25%		10%	65%	1.2*
	15%		10%	75%	2.2

\*Not Green-e certified

Green-e certification requires either minimum of 50% Green or 150 kWh if a block purchase.

## MCEC Agreement Overview

- Program offered by the MTC to retail suppliers, which allows customers to declare the “green premium” a donation to the MTC and therefore a federal tax deduction
- This is a contractual agreement between the retail supplier and the MTC. The agreement dictates a particular process for supplier payment whereby, the supplier payment is held in an escrow managed by the MTC, until the MTC confirms the product has been delivered and meets the green definition (six month lag).
- MTC requires that references to the program be described as a donation and not purchasing green power
- Under our current proposal to offer NSTAR Green, NSTAR is the retail supplier and therefore must negotiate the MCEC agreement.
- Under NGRID’s model, NGRID is not the retail supplier. The individual suppliers must therefore sign the agreement and individually abide by the MCEC requirements
- No other retail supplier has yet signed on with the MCEC
- Two, Sterling Energy and Mass Energy, are in talks with the MTC to sign on. They are still at a crossroads due to the terminology requirements

### Benefits –

- Surveys/focus groups indicated that this is important to customers. Not only for the tax deduction but also it indicates an endorsement from the federal government
- Ties in the MTC as a partner to help in getting DTE approval

### Drawbacks –

- Additional paperwork and cost
- Creates an additional barrier for procurement since suppliers will have to abide by a 3<sup>rd</sup> party contract and wait 6 months for payment
- Research shows that customers want to buy green power. The MCEC agreement requires this be termed as a donation.



## Memo

To: Distribution List, see page 8.  
From: Massachusetts Energy Consumers Alliance  
Date: 1/31/03  
Re: Mass Energy Reaction to National Grid's Green Pricing Proposal

As an organizations eager to encourage both the supply and demand for renewable energy in Massachusetts, we are writing to offer comments on the proposal by National Grid to establish a green pricing program. We believe that green pricing has great potential for stimulating demand for renewable energy. However, the details of any program design are critical. We submit this letter to offer our strong support for the development of statewide green pricing programs, and to provide specific recommendations regarding how such programs should be designed.

### **Background on Green Electricity Efforts of Mass Energy and Partners**

The Massachusetts Energy Consumers Alliance (Mass Energy) is a non-profit organization dedicated to energy affordability and environmental sustainability. For several years, Mass Energy has educated consumers about the benefits of renewable energy and energy conservation, and has sold a renewable energy "tag product" called ReGen. However, while consumers tell us that they are excited about the prospect of purchasing "green electricity," we have found that the tag product approach, which involves selling green electricity separately from the normal monthly electric bill, is both confusing and unappealing to consumers. Since we believe that public appeal and consumer confidence are essential ingredients to build a successful green electricity market, we have been eager to pursue alternatives to the "tag product" approach.

Given that Massachusetts' electric industry has been restructured to allow consumers to switch their supplier, a green supply option offered by a licensed retail supplier seems a far superior option to a tag product. With funding from MTC and the John Merck Fund, Mass Energy has spent over a year and a half researching the feasibility of offering this type of product (often referred to as a "delivered" product) to consumers, working in partnership with the following environmental organizations and municipal bodies: Boston Public Health Commission, Town of Brookline, City of Cambridge, City of Newton, Clean Water Action, Coalition on Environment and Jewish Life (COEJL), Environmental League of Massachusetts (ELM), Green Decade Coalition/Newton, Massachusetts Climate Action Network, Massachusetts Audubon Society,

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Massachusetts Public Interest Research Group, New Ecology, Inc., Sierra Club of Massachusetts, Springfield Climate Action Network, and Tufts Climate Initiative.

Our initial intention was to aggregate consumer demand and partner with a licensed retail supplier that would supply a green product. However, we were unable to identify a retailer willing to serve our needs. Therefore, we pursued a hybrid model in which we would partner with a wholesale supplier, but would handle all renewable energy procurement and customer service functions ourselves. We were well on our way toward launching a product this spring when we learned of National Grid's efforts to develop a green pricing program.

We are excited about the potential of utility green pricing programs, as we believe that such programs can help overcome near-term barriers and jump-start green power market activity. By allowing consumers to purchase green electricity from competitive green electricity marketers via their normal monthly electricity bill and reducing the energy procurement risks and challenges faced by green electricity marketers, green pricing has the potential to be a favorable alternative to both the "delivered" and "tag" product scenarios. We submit the following comments and suggestions to DTE, MTC, DOER, National Grid, key legislators and others in an effort to guide the development of a green electricity market that will best serve Massachusetts consumers and will succeed in driving the development of new renewable energy projects.

### **Broad Green Pricing Recommendations**

#### ***1) All Residential and Small Commercial Consumers in Massachusetts Should Have Access to Green Pricing Programs.***

We believe that a green pricing program in National Grid's territory would so substantially limit the potential volume of customers available to competitive suppliers that we are unlikely to see any delivered products offered while the National Grid program is in effect. Therefore, we urge DTE, DOER and MTC to work together to bring green pricing programs to all utility territories in Massachusetts. This would provide all Massachusetts consumers with the benefits of simple access to green electricity purchasing options, reducing consumer confusion and increasing the ability for renewable energy purchasing behavior to really take hold across the state.

We also believe that green pricing programs should allow participation by both standard offer and default service customers. While the existence of the standard offer rate has played a key role in triggering the introduction of green pricing in Massachusetts, most consumers are unaware of the difference between standard offer and default service. Limiting green pricing to just standard offer customers would cause significant confusion among consumers and would serve no other useful purpose. As noted above, the presence of a National Grid green pricing program, even if applied to standard offer customers only, would likely limit the entry of competitive supply offerings. Therefore, default service customers would probably not have green electricity purchasing alternatives if such programs were not made available to them.

#### ***2) Leadership by DTE, DOER and MTC is Essential.***



***5) Simplify Details, Make Use of Existing Infrastructure Where Possible, and Move Swiftly through Program Design.***

Given the potentially short life of green pricing in the state, it is important to expedite program development in order to maximize the potential impact of the programs, and so that participating companies will find value in their investments. Therefore, we urge program designers to take advantage of existing infrastructure where possible and where appropriate. While green pricing is somewhat of a hybrid mixture of a delivered product and a "tag" product, it is important to look for opportunities to adapt and borrow from what already exists rather than creating new infrastructure. Examples are provided in the suggestions below.

We urge program designers to expedite the development of green pricing programs statewide, and to arrange for the launch of green pricing in National Grid's territory to occur no later than September 1, 2003.

***6) DOER Should Consider Using Green Marketers As Outlet for Marketing State Energy Efficiency Programs.***

Since green pricing marketers will gain recognition for their role as providers of environmentally-sustainable energy services, we believe DOER and utility program administrators should consider partnering with green marketers to market energy efficiency programs such as the Residential Conservation Service.

**Recommendations Regarding Supplier Standards and Participation**

***1) DTE Should Require Green Marketers to Obtain an Electricity Brokers License.***

Since green marketers' products would be sold via the DTE-regulated electricity bill, we believe it is important to protect consumers by screening green marketers through the Electricity Broker license application process. We are not aware of any Broker licensing requirements that could not reasonably be met by the green marketer applicant. We think this could be addressed by indicating on the application that the applicant is applying for purposes of participation in a green pricing program.

By using the Electricity Broker license instead of the Competitive Supplier license, as described in 220 CMR 11.05, it would be clear that green marketers are not subject to the same responsibilities as requirements as Competitive Suppliers (i.e. NEPOOL participation, load obligation, etc.).

Use of the Electricity Broker license is one example of an opportunity to use existing infrastructure to expedite the development and roll out of green pricing.

***2) Green Pricing Utility Should Develop Standard Program Application and Contract for Green Marketers, Subject to DTE Approval.***